

## ***EDUCATION***

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- 2014     **Ph.D. Economics**  
Erasmus University Rotterdam and Tinbergen Institute
- 2009     **M.Sc. Behavioural Economics** (highest honours)  
University of Nottingham
- 2008     **M.Sc. Sociology and Social Research** (highest honours)  
Utrecht University
- 2006     **B.Sc. Sociology** (highest honours)  
Utrecht University

## ***ACADEMIC POSITIONS***

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- 2017-present     **Assistant Professor**  
School of Business and Economics, Vrije Universiteit Amsterdam
- 2014-2017     **Research Fellow**  
School of Economics, University of Nottingham

## ***ACADEMIC AFFILIATIONS***

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- 2017-present     Tinbergen Institute, Research Fellow
- 2017-present     Centre for Decision Research and Experimental Economics (CeDEx), External Fellow
- 2014-2017     Centre for Decision Research and Experimental Economics (CeDEx), Research Fellow
- 2014-2017     ESRC-Network for Integrated Behavioural (NIBS), Research Fellow
- 2009-2014     Tinbergen Institute, Ph.D. student

## ***SELECTED PUBLICATIONS***

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1. Malleable Lies: Communication and Cooperation in a High Stakes TV Game Show, *Management Science*, 2018 (accepted) (with Uyanga Turmunkh and Martijn J. van den Assem)
2. The Wisdom of the Inner Crowd in Three Large Natural Experiments, *Nature Human Behaviour*, 2(1): 21-26, 2018 (with Martijn J. van den Assem)
3. Risky Choice in the Limelight, *Review of Economics and Statistics*, 98(2): 318-332, 2016 (with Guido Baltussen and Martijn J. van den Assem)
4. Number Preferences in Lotteries, *Judgment and Decision Making*, 11(3): 243-259, 2016 (with Tong V. Wang, Rogier J.D. Potter van Loon and Martijn J. van den Assem)
5. Measuring Loss Aversion under Ambiguity: A Method to Make Prospect Theory Completely Observable, *Journal of Risk and Uncertainty*, 52(1): 1-20, 2016 (with Mohammed Abdellaoui, Han Bleichrodt, Olivier l'Haridon)
6. Standing United or Falling Divided? High Stakes Bargaining in a TV Game Show, *American Economic Review*, Papers & Proceedings, 105(5): 402-407, 2015 (with Martijn J. van den Assem, Colin F. Camerer, and Richard H. Thaler)
7. On the Social Nature of Eyes: The Effect of Social Cues in Interaction and Individual Choice Tasks, *Evolution and Human Behavior*, 34(2): 146-154, 2013 (with Aurélien Baillon and Asli Selim)
8. Split or Steal? Cooperative Behavior When the Stakes Are Large, *Management Science*, 58(1): 2-20, 2012 (with Martijn J. van den Assem and Richard H. Thaler)

## ***OTHER PUBLICATIONS***

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9. The Evil Eye: Eye Gaze and Competitiveness in Social Decision Making, ***European Journal of Social Psychology***, 48(3): 388-396, 2018 (with Mauro Giacomantonio, Jennifer Jordan, Francesca Federico, and Martijn J. van den Assem)
10. Comparing Uncertainty Aversion towards Different Sources, ***Theory and Decision***, 83(1): 1-18, 2017 (with Aurélien Baillon and Ning Liu)
11. Beyond Chance? The Persistence of Performance in Online Poker, ***PLoS ONE***, 10(3): e0115479, 2015 (with Rogier J.D. Potter van Loon and Martijn J. van den Assem)
12. Individual Choices in Dynamic Networks: An Experiment on Social Preferences, ***PLoS ONE***, 9(4): e92276, 2014 (with Vincent Buskens)
13. Coöperatie in Spelshows [translation: Cooperation in Game Shows], in ***Samenwerking in Sociale Dilemma's; Voorbeelden van Nederlands Onderzoek***, edited by Vincent Buskens and Ineke Maas, Amsterdam University Press, 209-234, 2012 (with Martijn J. van den Assem)
14. Social Motives in Network Formation: An Experimental Study, ***Proceedings of the 2009 International Conference on Game Theory for Networks*** (GameNets 2009): 593-602, 2009 (with Vincent Buskens)

## ***WORKING PAPERS***

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15. Prince: An Improved Method for Measuring Incentivized Preferences (with Cathleen A. Johnson, Aurélien Baillon, Han Bleichrodt, Zhihua Li, and Peter P. Wakker)
16. Can the Market Divide and Multiply? A Case of 807 Percent Mispricing under Short-Selling Constraints (with Marc B.J. Schauten, Martijn J. van den Assem, and Remco C.J. Zwinkels)
17. Incentives, Performance and Choking in Darts (with Bouke Klein Teeselink, Martijn J. van den Assem and Rogier J.D. Potter van Loon).

## ***WORK IN PROGRESS (SELECTION)***

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18. A Horse Race between Cumulative Prospect Theory's Elicitation Methods (with Orestis Kopsacheilis and Joerg Weber)
19. Risky Choice and the Relative Size of Stakes (with Guido Baltussen and Martijn J. van den Assem)
20. Claiming Damages on Car Insurance (with Bouke Klein Teeselink, Martijn J. van den Assem, Rogier J.D. Potter van Loon and Fieke van der Lecq)
21. Collective Intelligence, Learning, and Cooperation (with Ralf Kurvers, Max Wolf and Martijn J. van den Assem)
22. Game Show Economics (with Martijn J. van den Assem)
23. Economic and Psychological Incentives in Darts (with Bouke Klein Teeselink, Martijn J. van den Assem and Rogier J.D. Potter van Loon).
24. Near Hits and Lottery Play (with Jeff Galak, Martijn J. van den Assem and Tong Wang)
25. Gender Differences in Entering Competitions (with Martijn J. van den Assem)
26. To Whom We Give (with Inka Eberhardt, Paul Smeets and Martijn J. van den Assem).
27. Strategic Sophistication in Jeopardy (with Julian Jamison, Theodore Turocy and Martijn J. van den Assem).
28. The Social Description-Experience Gap (with Ozan Isler and Orestis Kopsacheilis)

## ***TEACHING***

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### ***Vrije Universiteit Amsterdam***

2017-present

**Lecturer Behavioural Finance and Real Estate** (B.Sc. third year)  
Overall teacher evaluation: 4.55/5.00 (2017/2018); 4.36/5.00 (2018/2019)

- 2018-present **Lecturer Behavioural Finance** (M.Sc.)  
Overall teacher evaluation: 4.43/5.00 (2018/2019)
- 2018-present **Lecturer Behavioural Ethics** (PGO Compliance & Integrity Management)  
Overall teacher evaluation: 4.47/5.00 (2018/2019)
- 2017-present **Tutorials in Finance** (Introductory course, B.Sc. second year)  
Overall teacher evaluation: 4.23/5.00 (2017/2018); 4.33/5.00 (2018/2019)
- 2017-present **Supervision M.Sc. theses**

#### ***Amsterdam School of Real Estate***

- 2018-present **Lecturer Behavioural Real Estate** (Master of Real Estate)

#### ***Erasmus University Rotterdam***

- 2010-2013 **Tutorials in Behavioural Economics** (B.Sc. second year)
- 2010-2013 **Supervision M.Sc. theses**
- 2011-2013 **Supervision B.Sc. theses**

### ***RESEARCH VISITS***

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- May 2018 **University of Haifa, Department of Economics**  
Host: Doron Kliger
- Feb 2016 **Max Planck Institute Berlin, Center for Adaptive Rationality**  
Host: Stefan Herzog
- Oct-Nov 2015 **Carnegie Mellon University, Social and Decision Sciences**  
Host: George F. Loewenstein
- 2015-2016 **Vrije Universiteit Amsterdam, School of Business and Economics**  
Host: Martijn J. van den Assem (several short visits)
- Sep-Dec 2012 **University of Chicago, Booth School of Business**  
Host: Richard H. Thaler

### ***SEMINARS AND INVITED TALKS***

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- 2019 University of Santiago (Economics), CL  
University of Chile (Industrial Engineering), CL  
Pontifical Catholic University of Chile (Business School), CL  
Ministry of Finance, NL
- 2018 Cooperation Workshop at the IESEG School of Management, FR  
Ben Gurion University of the Negev, IL  
Minerva Spring Workshop in Behavioral Economics, Technion, IL  
Fiber Workshop at the University of Haifa, IL
- 2017 University of Nottingham (Economics), UK  
University of Passau (Economics), DE  
Vrije Universiteit Amsterdam (Finance), NL  
Vrije Universiteit Amsterdam (Psychology), NL
- 2016 University of Reading (Economics), UK  
Max Planck Institute Berlin (Center for Adaptive Rationality), Berlin, DE  
Berlin Social Science Centre (WZB), Berlin, DE
- 2015 Carnegie Mellon University (Social and Decision Sciences), Pittsburgh, US  
Maastricht University (Finance), NL

### ***CONFERENCE PRESENTATIONS***

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- 2018 Research in Behavioral Finance Conference (RBFC), Amsterdam, NL  
Tilburg Institute for Behavioral Economic Research (Tiber) Conference, Tilburg, NL  
SABE/IAREP Conference, Middlesex, UK

- Foundations and Applications of Utility, Risk and Decision Theory (FUR) Conference, York, UK
- 2016 Tilburg Institute for Behavioral Economics Research (Tiber) Conference, Tilburg, NL  
International Meeting on Experimental and Behavioral Social Sciences (IMEBESS), Rome, IT  
Winter Experimental Social Science Institute (WESSI), NYU Abu Dhabi, UAE
- 2015 Network for Integrated Behavioural Science (NIBS) Workshop, Nottingham, UK  
Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Budapest, HU  
Maastricht Behavioral and Experimental Economics Symposium (M-BEES), Maastricht, NL  
Behavioural Science and Policy Conference, Nottingham, UK  
Annual Meeting of the American Economic Association, Boston MA, US
- 2014 Network for Integrated Behavioural Science (NIBS) Workshop, Coventry, UK  
Foundations and Applications of Utility, Risk and Decision Theory (FUR) Conference, R'dam, NL  
Risk, Uncertainty and Ambiguity Workshop, Ein Bokek, IL
- 2013 Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Barcelona, ES
- 2012 Tilburg Institute for Behavioral Economics Research (Tiber) Conference, Tilburg, NL  
Behavioral Decision Research in Management (BDRM) Conference, Boulder CO, US  
Foundations and Applications of Utility, Risk and Decision Theory (FUR), Atlanta GA, US  
Maastricht Behavioral and Experimental Economics Symposium (M-BEES), Maastricht, NL  
The Erasmus-Technion Workshop on Decisions and Predictions, Ein Bokek, IL
- 2011 Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Kingston, UK
- 2010 Behavioral Decision Research in Management (BDRM) Conference, Pittsburgh PA, US  
Decision and Uncertainty workshop, HEC Paris, FR  
Workshop at the Social Psychology Department, Tilburg University, NL

### ***HONOURS AND AWARDS***

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- 2015 Nominated for Christiaan Huygens Award of the Royal Netherlands Academy of Arts and Sciences
- 2008 Scholarships from the Huygens Scholarship Program of the Ministry of Education, Culture and Science in the Netherlands, VSBfonds, and the Prins Bernhard Culture Fund to attend the M.Sc. Behavioural Economics at the University of Nottingham; €21,450
- Valedictorian 2008 of the Graduate School of Social and Behavioural Sciences at Utrecht University (highest GPA of all students of the six research M.Sc. programs of the Graduate School)
- M.Sc. thesis shortlisted for the best M.Sc. thesis prize of the academic year 2007-2008 across all disciplines of Utrecht University

### ***PROFESSIONAL ACTIVITIES***

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- Conference organization* 14<sup>th</sup> Tinbergen Institute Conference "Bayesian Crowd" at Erasmus University Rotterdam, NL
- Ad-hoc reviewer* Economic Journal  
Experimental Economics  
Journal of Behavioral and Experimental Economics  
Journal of Economic Behavior and Organization  
Journal of Economic Psychology  
Journal of Economic Surveys  
Journal of Experimental Political Science  
Journal of Public Economics  
Management Science  
Nature Human Behaviour  
Review of Economics & Statistics  
Theory and Decision  
Trends in Cognitive Science
- 2018-2019 Ethics Reviewer Nuffield Centre of Experimental Social Science (CESS), University of Oxford
- 2014-2017 Postdoc representative in the CeDEx Management Group, University of Nottingham

### ***OTHER WRITING AND MEDIA ATTENTION***

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- 2018 Media attention for the paper “Can the Market Divide and Multiply? A Case of 807 Percent Mispricing”: *Wall Street Journal*
- Media attention for the paper “The Wisdom of the Inner Crowd in Three Large Natural Experiments”: *Bloomberg, Cosmos Magazine, Yahoo*
- Media attention for the paper: “Measuring Loss Aversion under Ambiguity: A Method to Make Prospect Theory Completely Observable”: *De Tijd, L’Echo*
- 2017 Nobelprijs voor Thaler [Translation: Nobel Prize for Thaler] *Economisch Statistische Berichten* (with Martijn J. van den Assem)
- Struisvogelgedrag bij Nederlandse Beleggers [Translation: Ostrich Behaviour of Dutch Investors] *Effect* (with Martijn J. van den Assem and Reinder Wietsma)
- 2015 Media attention for the paper “Number Preferences in Lotteries”: *The Wall Street Journal, NOS, Algemeen Dagblad, BNR Nieuwsradio,*
- Being in the Limelight Inhibits Risk Taking, *Financial Times Investment Adviser*
- Deal or No Deal Shows How Transparency Makes Us Risk Averse, *The Conversation*
- Further media attention: The Times, Share Radio, BBC Nottingham
- Hard Evidence: Is Poker a Game of Chance or Skill? *Newsweek, The Independent, The Conversation*
- Further media attention: *The Daily Mail, The Times, The Independent*
- 2013 Een Duwtje in de Rug Kan Geen Kwaad [Translation: A Nudge in the Right Direction Can't Hurt] *Nederlands Dagblad, EconomieOpinie.nl* (with Rogier J.D. Potter van Loon)
- 2012 Poker Is More than Just a Game of Chance, *EconomieOpinie.nl* (with Rogier J.D. Potter van Loon and Martijn J. van den Assem)
- 2011 Big Peanuts, *FSR forum, EconomieOpinie.nl, Tijdschrift voor het Economisch Onderwijs* (with Martijn J. van den Assem)
- Orgaandonatie: Opt-In of Opt-Out? Geen van Beide! [Translation: Organ Donation: Opt-In or Opt-Out? Neither!], *Nederlands Dagblad, Reformatorisch Dagblad, SocialeVraagstukken.nl, Sargasso.nl, EconomieOpinie.nl* (with Aurélien Baillon)
- Further media attention: *Niernieuws.nl, Metro, Radio Rijnmond, Mejudice.nl*
  - Led to a motion in the Rotterdam city council to investigate the possibility of routinely asking people for their choice regarding organ donation at city hall (for example, when they come for a new driver’s license, ID card or passport). The motion passed with 37 votes in favour, 8 against.

*Amsterdam, 15 May 2019*